

## Message Text

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ACTION EA-14

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TO CINCPAC

INFO SECSTATE WASHDC 3123

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S E C R E T PHNOM PENH 10231

E.O. 11652: GDS

TAGS: PINS, PINR, MILI, CB

SUBJ: LACK OF EFFECTIVENESS DATA FOR LEAFLET OPERATIONS IN  
CAMBODIA

REF: A) CINCPAC'S 90452Z SEP 73 TO CINCUSARPAC

B) CINCUSARPAC'S 22027Z SEP 73 TO 7TH PSYOPS

1. WE SHARE CINCPAC'S CONCERN EXPRESSED REF A ABOUT THE LACK OF EFFECTIVENESS DATA FOR LEAFLET OPERATIONS IN CAMBODIA. WE HAVE FOR SOME TIME PRESSED FANK AND GKR MINISTRIES DEALING WITH RALLIERS, REFUGEES AND PRISONERS TO INCORPORATE EFFECTIVENESS QUESTIONS IN THEIR INTERROGATIONS BUT WITHOUT SIGNAL SUCCESS. THE RELIABILITY OF SUCH INFORMATION IN THE FEW INSTANCES IT HAS BEEN FORTHCOMING, HOWEVER, HAS BEEN SUSPECT AS A CONSEQUENCE OF FANK'S UNDERSTANDABLE DESIRE TO JUSTIFY ITS EFFORTS.

2. IN VIEW OF THIS, DURING THE PAST THREE MONTHS, EMBASSY POLITICAL/MILITARY OFFICERS LOCATED AT EIGHT PROVINCIAL CAPITALS THROUGHOUT THE COUNTRY HAVE MADE A SYSTEMATIC EFFORT TO OBTAIN DATA IN THEIR INTERVIEWS WITH ALL RALLIERS AND MOST REFUGEES. THEIR QUESTIONS HAVE

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BEEN DESIGNED TO ELICIT INFORMATION ABOUT THE EXTENT TO

WHICH PSYCHOLOGICAL WAREFARE MEDIA, SPECIFICALLY LEAFLETS, MAY HAVE CONTRIBUTED, INDEPENDENTLY OR IN CONJUNCTION WITH OTHER FACTORS, TO THE DECISION TO RALLY OR LEAVE ENEMY-CONTROLLED AREAS. MORE THAN 250 RALLIERS AND REFUGEES HAVE BEEN INTERVIEWED TO THIS END.

3. ONLY TWO RALLIERS, ONE FROM KOMPONG CHAM WITH A LAISSEZ-PASSEZ LEAFLET CREATED AND DROPPED LOCALLY, STATED THAT THEY WERE INFLUENCED BY THE TEXT OF A LEAFLET TO RALLY TO GOVERNMENT FORCES. IN EACH CASE, THE LEAFLET IN QUESTION WAS DEVELOPED LOCALLY IN THE PROVINCES, REPRODUCED AND DROPPED IN A TIMELY MANNER. THE TOTAL NUMBER OF LEAFLETS DROPPED IN EACH CASE DID NOT EXCEED ONE THOUSAND PER DROP. IN AT LEAST ONE CASE, THE MESSAGE OF THE LEAFLET WAS TAILORED TO A SPECIFIC KHMER INSURGENT UNIT AND WAS DROPPED ON ITS HEADQUARTERS.

4. WE BELIEVE THAT ANY EFFORT ON OUR PART TO GO BEYOND THIS BASIC LINE OF INQUIRY AND ATTEMPT TO ISOLATE ANALYTICALLY THE ROLE OF LEAFLETS WITHIN THE BROADER CONTEXT OF THE MANY DIVERSE MILITARY, ECONOMIC, POLITICAL AND PSYCHOLOGICAL INFLUENCES HAVING A BEARING UPON THE INCIPIENT RALLIER WOULD ONLY RESULT IN CONJECTURE.

5. WE ARE INCLINED TO BELIEVE THAT PSYCHOLOGICAL OPERATIONS IN CAMBODIA THAT ARE SPECIFICALLY DESIGNED TO INDUCE ENEMY DEFECTIONS AND SURRENDER AND ARE GEARED - AS PART OF THE TOTAL WEAPONS SYSTEM - TO THE RAPID EXPLOITATION OF ENEMY VULNERABILITIES IN SPECIFIC TACTICAL SITUATIONS OFFER THE BEST CHANCES FOR MEASURABLE SUCCESS. THE OPERATION EITHER PRODUCES RALLIERS AND SURRENDERED ENEMY PERSONNEL OR IT DOES NOT. KHMER OFFICIALS AT THE PROVINCIAL LEVEL WITH AN INTEREST IN PSYCHOLOGICAL WARFARE HAVE CARRIED OUT SEVERAL SUCH TACTICAL PSYWAR OPERATIONS IN RECENT MONTHS WITH THE PROMISING RESULTS REFERRED TO IN PARAGRAPH 3. WE INTEND TO ENCOURAGE A GREATER EMPHASIS IN THIS DIRECTION BY THE KHMER AND ARE CONSIDERING WAYS BY WHICH OUR MATERIAL SUPPORT CAN BE APPLIED TO THIS END.

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6. IN THE MEANTIME, WE WILL RE-EXAMINE THE POSSIBILITY OF OBTAINING MORE SYSTEMATIC AND RELIABLE DATA FROM A NEW CENTER WHICH FANK IS ESTABLISHING IN PHNOM PENH DESIGNED TO IMPROVE THE FLOW OF USEFUL AND EXPLOITABLE INFORMATION FROM RALLIERS.  
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